



200 Portland Street, Boston, Massachusetts 02114, (617) 367-1000

Brewster Kahle  
WAIS Inc.  
1040 Noel Drive  
Menlo Park, CA 94025

December 9, 1993

Dear Brewster,

I am writing to thank you for your participation in the recent Yankee Group research project on the commercialization of the Internet. Evan Schwartz, the researcher, appreciated your candor and insight. We expect the white paper (a copy is enclosed) will help enlighten the Yankee Group clients on the benefits of entering this new digital world that exists outside the boundaries of their respective organizations.

Sincerely,

A handwritten signature in cursive script that reads "Jeff Leopold".

Jeff Leopold  
Director, Integrated Computing Planning Service